

# **FREE** Government Contracting Courses and Seminars

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

Register online at **[www.TheFTC.org](http://www.TheFTC.org)** or call **916.334.9388**

## **Greater Sacramento** November - December 2009

### **November 5 - 9:00 am to 12:00 pm**

*SBA's 8(a) Business Development Program*  
Sierra College - Roseville Gateway  
333 Sunrise Avenue, Room 215  
Roseville, CA 95661

### **November 12 - 9:00 am to 12:00 pm**

*Government Subcontracting*  
Citrus Heights Career Center  
7011 Sylvan Road  
Citrus Heights, CA 95610

### **November 17 - 9:00 am to 12:00 pm**

*Responding to RFPs (Request for Proposal)*  
Del Paso Business Information Center (BIC)  
925 Del Paso Boulevard  
Sacramento, CA 95815

### **November 18 - 9:00 am to 12:00 pm**

*Marketing to Government*  
Folsom Chamber of Commerce  
200 Wool Street  
Folsom, CA 95630

### **November 20 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Stockton Boulevard Business Information Center (BIC)  
4990 Stockton Boulevard  
Sacramento, CA 95820

### **December 1 - 9:00 am to 12:00 pm**

*E-Commerce for Government Contracting*  
The Federal Technology Center  
AT&T Wireless Computer Lab  
4600 Roseville Road, Suite 100  
North Highlands, CA 95660

### **December 2 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Mather Business Information Center (BIC)  
10638 Schirra Avenue  
Rancho Cordova, CA 95655

### **December 3 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Greater Sacramento Small Business  
Development Center (SBDC)  
1410 Ethan Way  
Sacramento, CA 95825

### **December 15 - 9:00 am to 12:00 pm**

*Marketing to Government*  
West Sacramento Chamber of Commerce  
1414 Merkley Avenue  
West Sacramento, CA 95691

# **FREE** Government Contracting Courses and Seminars

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

Register online at **www.TheFTC.org** or call **866.382.7822** toll-free.

## **Bay Area** November 2009 - January 2010

### **November 10 - 9:00 am to 12:00 pm**

*Marketing to Government*  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

### **November 12 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587

### **November 17 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Contra Costa Small Business  
Development Center (SBDC)  
500 Ellinwood  
Pleasant Hill, CA 94523

### **December 1 - 9:00 am to 12:00 pm**

*Doing Business with Alameda County*  
Alameda County Conference Center  
125 12th Street, 4th Floor  
Oakland, CA 94607

### **December 3 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
San Francisco Small Business  
Development Center (SBDC)  
455 Market Street, 6th Floor  
San Francisco, CA 94105

### **December 7 - 1:00 pm to 4:00 pm**

*Introduction to Federal Contracting*  
Solano College Small  
Business Development Center (SBDC)  
360 Campus Lane, Suite 102  
Fairfield, CA 94534

### **December 8 - 1:00 pm to 4:00 pm**

*Doing Business with General Services Administration (GSA)*  
Silicon Valley Small Business  
Development Center (SBDC)  
84 W. Santa Clara Street, Suite 100  
San Jose, CA 95113

### **January 5 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Contra Costa Small Business  
Development Center (SBDC)  
300 Ellinwood  
Pleasant Hill, CA 94523

### **January 12 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Alameda County Public Works Agency  
951 Turner Court  
Hayward, CA 94545

### **January 19 - 1:00 pm to 4:00 pm**

*Marketing to Government*  
Silicon Valley Small Business  
Development Center (SBDC)  
84 W. Santa Clara Street, Suite 100  
San Jose, CA 95113

### **January 28 - 9:00 am to 12:00 pm**

*Government Subcontracting*  
City of Union City  
34009 Alvarado Niles Road  
Union City, CA 94587



# **FREE** Government Contracting Courses and Seminars

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

Register online at **www.TheFTC.org** or call **866.382.7822** toll-free.

## **Central California** November 2009 - January 2010

### **November 4 - 9:00 am to 12:00 pm**

*Government Subcontracting*  
Business Assistance Center of  
Kern Community College District  
2100 Chester Avenue, 1st Floor  
Bakersfield, CA 93301

### **November 5 - 9:00 am to 12:00 pm**

*Responding to RFPs (Request for Proposal)*  
Ridgecrest Chamber of Commerce  
128 East California Avenue  
Ridgecrest, CA 93555

### **November 10 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Alliance Small Business  
Development Center (SBDC)  
Merced Tri College Center TC-3, Room D  
Merced, CA 95341

### **November 17 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Northeastern California Small Business Development  
Center (SBDC) at San Joaquin Delta College  
56 South Lincoln  
Stockton, CA 95203

### **December 3 - 9:00 am to 12:00 pm**

*Responding to RFPs (Request for Proposal)*  
Merced County Department of Commerce,  
Aviation and Economic Development  
2507 Heritage Drive  
Atwater, CA 95301

### **January 5 - 9:00 am to 12:00 pm**

*Doing Business with General Services Administration (GSA)*  
Central California Small Business Development  
Center (SBDC) - Manchester Center  
3302 N. Blackstone, Suite 225  
Fresno, CA 93726

### **January 21 - 9:00 am to 12:00 pm**

*Marketing to Government*  
Northeastern California Small Business Development  
Center (SBDC) at San Joaquin Delta College  
56 South Lincoln  
Stockton, CA 95203

### **January 27 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Business Assistance Center of  
Kern Community College District  
2100 Chester Avenue, 1st Floor  
Bakersfield, CA 93301

### **January 28 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Ridgecrest Chamber of Commerce  
128 East California Avenue  
Ridgecrest, CA 93555

# **FREE** Government Contracting Courses and Seminars

In our **FREE** training seminars you will learn techniques to **tap into the profitable federal, state, and local government markets**. Our instructors have extensive experience in government contracting and are familiar with the latest contracting laws and regulations.

Register online at **[www.TheFTC.org](http://www.TheFTC.org)** or call **866.382.7822** toll-free.

## **Southern California** November - December 2009

### **November 3 - 9:00 am to 12:00 pm**

*Government Subcontracting*  
El Camino College Small Business  
Development Center (SBDC)  
13430 Hawthorne Boulevard  
Hawthorne, CA 90250

### **November 10 - 9:00 am to 12:00 pm**

*Government Subcontracting*  
Orange County Hispanic Chamber of Commerce  
2130 E. 4th Street, Suite 160  
Santa Ana, CA 92705

### **November 12 - 9:00 am to 12:00 pm**

*SBA's 8(a) Business Development Program*  
Greater Lakewood Chamber of Commerce  
500 Lakewood Center Mall, Unit 24 (Next to See's Candy)  
Lakewood, CA 90712

### **November 18 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
Valley Economic Development Center (VEDC)  
5121 Van Nuys Boulevard, Third Floor  
Van Nuys, CA 91403

### **November 20 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
City of Monterey Park, Council Chambers  
320 West Newmark Avenue  
Monterey Park, CA 91754

### **December 1 - 9:00 am to 12:00 pm**

*SBA's 8(a) Business Development Program*  
Long Beach Area Chamber of Commerce  
One World Trade Center, Suite 206  
Long Beach, CA 90831

### **December 3 - 9:00 am to 12:00 pm**

*Introduction to Federal Contracting*  
City of Anaheim, Economic Development  
Gordon Hoyt Conference Center, 2nd Floor  
City Hall West, 201 South Anaheim Boulevard  
Anaheim, CA 92805

### **December 8 - 9:00 am to 12:00 pm**

*Getting Started with Government Contracting*  
Women's Economic Ventures (WEV) &  
The Small Business Loan Fund  
333 S. Salinas Street  
Santa Barbara, CA 93103

### **December 10 - 9:00 am to 12:00 pm**

*Responding to RFPs (Request for Proposal)*  
Ventura County Small Business  
Development Center (SBDC)  
71 Day Road  
Ventura, CA 93003